

Message Text

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ORIGIN EB-11

INFO OCT-01 AF-10 ARA-16 EUR-25 EA-11 ADP-00 INT-08 COME-00

SS-15 L-03 H-03 NSC-10 STR-08 TRSE-00 AGR-20 CIAE-00

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FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA

INFO AMEMBASSY CARACAS

AMEMBASSY CANBERRA

AMEMBASSY OTTAWA

AMEMBASSY PRETORIA

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E.O. 11652: N/A

TAGS: EMIN, ECON

SUBJECT: IRON ORE - ALLEGED ATTEMPT BY BRAZIL TO ESTABLISH
WORLD MARKETING ARRANGEMENTS.

1. JULY 14 ISSUE BUSINESS WEEK CARRIED FOLLOWING STORY ON
ALLEGED ATTEMPT BY BRAZIL TO ESTABLISH MARKETING
ARRANGEMENTS WITH OTHER COUNTRIES FOR IRON ORE.

2. QUOTE BRAZIL, LIKELY TO BECOME THE WORLD'S LEADING
EXPORTER OF IRON ORE BY 1980, IS QUIETLY LOOKING FOR
PARTNERS IN A UNITED FRONT TO PUSH ORE PRICES UP. DETAILS
OF HOW THE FRONT WOULD WORK ARE STILL VAGUE, BUT BRAZIL
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HAS ALREADY REACHED AN UNDERSTANDING WITH VENEZUELA. NOW

IT IS GOING AFTER THE WORLD'S OTHER MAJOR ORE PRODUCERS:
AUSTRALIA, CANADA, AND SOUTH AFRICA.

3. QUOTE AUSTRALIA SEEMS THE HOTTEST PROSPECT. THE ORE-
PRODUCING STATE OF WESTERN AUSTRALIA HAS ALREADY REACHED
AN AGREEMENT IN PRINCIPLE WITH BRAZIL TO EXCHANGE MARKETING
INFORMATION. AND AUSTRALIA'S MINISTER FOR MINERALS &
ENERGY, REX "STRANGLER" CONNOR, HAS PUSHED MINING
COMPANIES TO TAKE A MORE MILITANT STAND TOWARD JAPAN, THE
COUNTRY'S MAJOR ORE CUSTOMER. IN FACT, PROSPECTS FOR AN
AGREEMENT LOOK SO GOOD THAT BRAZIL IS TALKING ABOUT COAL
AND SUGAR AGREEMENTS. UNQUOTE

4. DEPARTMENT WOULD APPRECIATE ANY COMMENT EMBASSY MAY
HAVE ON ABOVE ARTICLE. RUSH

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